



**Job Title:** Principal Consultant – Smart Grid

**Date Posted:** 1/5/2018

**Location:** Virtual

**Type:** Full Time

**Reports to:** EVP Operations

**Description:**

The Principal Consultant – Smart Grid is responsible for delivering project implementation services. Project implementation services result from smart grid consultative efforts by VASS Solutions. Project implementation services could include strategic planning, strategic and tactical roadmap development, business case development, project plan development, project management, vendor management, solution architecture, solution requirements, release management, customer engagement and overall solutions testing. The Principal Consultant will work with a VASS Solutions Executive Consultant in the implementation of these services but will also be expected to work independently with customers clients as a representative of VASS Solutions.

Success in this role is heavily dependent upon delivering project implementation services. Ultimately, the Principal Consultant is responsible for delivering project implementation services to the satisfaction of the Client. The Principal Consultant is expected to develop positive, collaborative relationships with clients and identify opportunities for further business. The Principal Consultant is expected to represent VASS Solutions, our brand, and our offerings in a positive manner to customers and to the general public alike.

If you are an innovative and experienced project implementation professional who seeks to work with an agile smart grid consulting company, please submit your resume and cover letter to [careers@VASSsolutions.com](mailto:careers@VASSsolutions.com).

**Duties and Responsibilities:**

- Deliver smart grid project implementation services.
- Maintain existing customer communications and identify growth opportunities.
- Build relationships with clients and prospects through demonstration of in-depth knowledge and understanding of specific client needs.
- Promote VASS Solutions' services and partnerships.
- Present at customer meetings, seminars, trainings, and webinars as required.
- Achieve complete Client satisfaction with VASS Solutions.



### **Skills/Qualifications Desired:**

- Minimum 10 years overall industry experience including demonstrable smart grid related project implementation services.
- Knowledgeable in smart grid technologies and services.
- Aggressive and driven.
- Entrepreneurial attitude.
- Collaborative.
- Excellent communication skills (Verbal, Written and Presentation).
- Ability to work on multiple projects simultaneously.
- Demonstrated and excellent customer service skills.

### **Metrics/Measurements:**

- Customer satisfaction and retention.

### **VASS Solutions Overview:**

VASS Solutions is an agile smart grid consulting company that focuses on Electric, Gas and Water Utilities. VASS Solutions listens to your specific drivers, needs and risks, and provides a lifecycle of customized services for smart grid projects. VASS Solutions develops and implements strategic plans; facilitates vendor/partner contract negotiations and management; enables justification, design, integration and implementation of core operational and strategic technologies and business processes; enhances customer interactions and satisfaction; and ensures the most valued benefit of smart grid technologies for the Utility and its customers.

VASS Solutions tackles the tough situation. VASS Solutions' consultants "git-er-done". VASS Solutions' listens to clients, understands client needs, and solves client problems with adaptive and creative solutions to fit each individual need.

Clients are why we exist. By employing highly capable, team-oriented individuals with proven industry knowledge and demonstrated ability to build sustaining Client partnerships, VASS Solutions provides our Clients with superior opportunity for success. Our goal is to exceed the expectations of our Clients, earn their respect, and become their "trusted advisors" and partners. Providing outstanding value to our Clients is at the core of VASS Solutions.

VASS Solutions is an equal opportunity employer.